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PROCUREMENT OF 1540 SPLIT-FORMAT LIGHT TABLES

This procurement represents the first production quantities of 1540 Light Tables following research and development.

I. Need

The 1540 Light Table is required for use in exploiting photography from a new acquisition system; input from this system is expected in December 1970. IEG/NPIC, alone, has a need for 135 units at that time.

II. Prior Research and Development

R&D on the 1540 Light Table was accomplished with parallel contracts to [] based on Development Objectives furnished by NPIC. Both contracts resulted in deliverable prototypes in early March 1970.

III. Test and Evaluation Results

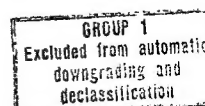
A comprehensive T&E process was performed by NPIC on the [] prototypes. A comparative analysis was made disclosing both advantages and disadvantages in the two tables. Each contractor was advised of the problems encountered during T&E and given an opportunity to submit in writing his proposed solution to these problems. It is expected that these problems will be resolved to the satisfaction of NPIC and will conform to specifications prior to contract award.

IV. Justification for Selection of [] 1540 Light Table

Technical and operational suitability evaluations resulted in a majority decision to procure the [] manufactured light table; this unit will, with certain modifications, fulfill IEG/NPIC needs for exploitation. The [] manufactured unit was rejected on the following points:

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- a. The light source on the [] prototype 1540 light table utilizes a liquid coolant system similar to the system now in use on the [] 940 Split Format Light Table. The liquid coolant system has been a primary cause of major maintenance problems in IEG. Additionally, the recent appearance of a green hue in the mineral oil (coolant) used in this system further decreases IEG's confidence in its performance. Lacking full assurance of timely and satisfactory development of a dry light source by [] [] IEG selected the [] unit.

- b. Cost competition was an additional factor considered in the selection of [] Information Systems light table; a differential of approximately [] per unit was noted.

V. Joint Procurement

The needs of the exploitation community have resulted in requisitions for the following quantities:

IEG/NPIC	-	265
IAS/CIA	-	16
USAF	-	30
USA	-	7
[]	-	12
TOTAL		<u>330</u>

The total available funds for the above amount to []. In addition, it is expected that Navy will request a quantity of five.

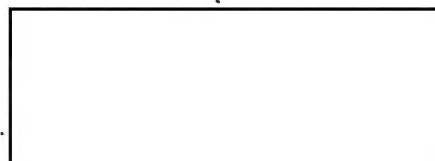
The DIA has expressed a preference for the [] Light Table and has tendered a requisition for []. In view of the higher unit cost of the [] table, this is subject to change.

VI. Pricing Information:

- a. Budgetary estimates on assumed production quantities of 1540 Light Tables were submitted as a deliverable item under each of the R&D contracts. Although the modular make-up differs according to specific community requirements, a comparison was made between [] price for the IEG required table, assuming a quantity of 200 units:

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Fully Motorized
Basic Table



b. Firm quotes have been received on the basis of specified Technical Requirements, known modular make-up, and anticipated quantities. SCHEDULE A identifies the items, number of units, and unit prices. A detailed cost breakdown is provided by [] and is currently undergoing analysis by ICAD (Station 954).

Item 1 in the SCHEDULE A for 281 units represents the total of IEG/NPIC and IAS/CIA requirements for FY 70 procurement.

Item 2 for 30 units represents USAF requirement for FY 70 procurement; an additional 33 units are planned for FY 71.

Item 3 for 17 units represents the combined requirements of US Army and [] of 7 and 10 respectively for FY 70 procurement [] has subsequently increased their order to 12 units); an additional 20 units are planned for Army for FY 71.

VII. Delivery Schedule:

The detailed delivery schedule is set out in Attachment 1, Enclosure 1 of [] proposal, dated May 1970. With respect to Item 1 of Schedule A for 281 units (IEG and IAS requirements) the Contractor proposes delivery ARO as follows:

15th. week	-	1 unit
16th. week	-	4 units
17th. week	-	2 units
18th. week	-	4 units
19th. week	-	6 units
20th. week	-	8 units
21st. week	-	10 units
22nd. week - 45th. week	-	10 units per week
46th. week	-	6 units

It is contemplated that the rate of delivery may be increased to meet operational needs through negotiations.